

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 02609 280619Z

17

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W
----- 090641

R 280555Z FEB 75
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 8318

UNCLAS TOKYO 2609

E.O. 11652: N/A
TAGS: BDIS, JA
SUBJECT: TRADE FACILITATION: NORAND CORP/ INPUT DATA SYSTEM CO.

1. VICE PRESIDENT YOSHIHARU ITOH, INPUT DATA SYSTEM CO., LTD.,
A JAPANESE IMPORTER/DISTRIBUTOR, SEEKS ASSISTANCE IN CON-
TACTING AMERICAN SUPPLIER, NORAND CORPORATION, 550 SECOND
STREET SE, CEDAR RAPID, IOWA 52401.

2. THE JAPANESE FIRM WROTE TO THE US FIRM IN JULY 1974 STATING
HIGH POTENTIAL MARKET IN JAPAN FOR ITS PRODUCTS, POS (POINT
OF SALES) EQUIPMENT, MODEL NUMBERS NT-3, NT-5, NT-9, NT-15,
NT-91, NT-95, NT-97H, NT-50, NT-400. THE JAPANESE FIRM HAS
NOT YET RECEIVED REPLY. IT ALSO WISHES TO KNOW IF THE US
FIRM ALREADY HAS AGENT IN JAPAN.

3. MR. ITOH INTENDS TO ATTEND 1975 NATIONAL COMPUTER
CONFERENCE (1975 NCC) IN ANAHEIM, CALIF., IF NORAND
PARTICIPATES IN SHOW.

4. ACTION REQUESTED: PLEASE HAVE NEAREST USDOC DISTRICT
OFFICE CHECK IF US FIRM INTERESTED IN JAPANESE FIRM'S
PROPOSAL, AND IF IT WILL PARTICIPATE IN 1975 NCC. US
FIRM SHOULD REPLY DIRECTLY TO MR. YOSHIHARU ITOH, VICE
PRESIDENT, INPUT DATA SYSTEM CO., LTD., KURIHASHI BLDG.,
1-1-12 HIGASHI UENO, TAITO-KU, TOKYO 110.
HODGSON

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Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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Margaret P. Grafeld
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TAGS: BDIS, JA
To: COM
Type: TE
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